



LEROY D. BACA, SHERIFF

County of Los Angeles
Sheriff's Department Headquarters
4700 Ramona Boulevard
Monterey Park, California 91754-2169



June 28, 2005

The Honorable Board of Supervisors
County of Los Angeles
383 Kenneth Hahn Hall of Administration
500 West Temple Street
Los Angeles, California 90012

Dear Supervisors:

**ADVANCE NOTIFICATION, INTENT TO ENTER INTO SOLE SOURCE
NEGOTIATIONS WITH IPMOBILENET, INC., FOR A DATA
BUILD-OUT AGREEMENT**

PURPOSE

This letter provides advance notification to your Board that the Los Angeles County Sheriff's Department (LASD) and the Office of Public Safety (OPS) intend to enter into sole source negotiations with IPMobileNet, Inc. The proposed agreement with IPMobileNet will allow LASD and OPS to continue their initial data hardware/software upgrade and will be forward compatible with the Consolidated Fire/Sheriff-OPS Communications System (CFSCS).

The existing system is plagued with problems:

- System overload - The Legacy data system is not capable of adding additional stations or users. Recently, the Sheriff's Department suffered a complete outage of its largest data channel when an attempt was made to switch data terminals in 40 radio cars assigned to the Industry station to the countywide data channel.
- Slow Data speeds and limited capability - The Legacy data system is inadequate during emergency mobilization, and is incapable of high-speed data transfer and conducting modern functions, such as image transfer and field report writing.

A Tradition of Service

- Maintenance expense and repair difficulty - The Mobile Data Terminals (MDT) are very old, resulting in frequent breakdowns. Replacement parts are no longer manufactured and are now virtually nonexistent in the pre-owned marketplace resulting in an increased number of out-of-service vehicles. As the system becomes obsolete, remote transmission sites are difficult to maintain. When one of these sites loses connectivity, contiguous sites may also malfunction, compounding the problem.
- Inability to Encrypt – The State of California has mandated that all data messaging to and from the California Law Enforcement Telecommunications System (CLETS) must be encrypted. The Legacy data system is incapable of complying with this CLETS standard, which could result in loss of this mission-critical data system.

The purchase and installation of this data hardware/software will enable field personnel to receive data transmissions at the faster rate and have the capability of accessing data bases through the Sheriff's Data Network (SDN). This upgraded technology will reduce costs, increase efficiency, and add capacity for growth. It will also allow both Departments to more efficiently respond to wide-scale emergency situations. This technology is also required to support another Sheriff's Department project: mapping, and command and control (C2PC).

Finally, the data portion of the Consolidated Fire/Sheriff-OPS Communications system is not expected for three to five years. Large scale, system-wide degradation of the Legacy equipment will continue during this time, resulting in spiraling maintenance costs and increased equipment down-time.

BACKGROUND

The Sheriff's Department has a successful 15 year history with IPMobileNet. In 1988, the Sheriff's Department built a communications system with Electrocom Automation, Inc. The data channel infrastructure and Mobile Data Terminals (MDT's) were a subsystem of the entire project. After completion of the project in 1991, Electrocom maintained the system for an additional five years before maintenance was turned over to the Internal Services Department (ISD).

In 2000, the Sheriff's Department engaged in three pilot programs with other companies to evaluate mobile data solutions. These programs were unsuccessful, and in 2001, the Sheriff's Department was forced to engage in an emergency upgrade of one county-wide channel to the latest technology. This emergency upgrade was accomplished through Electrocom Automation, now renamed IPMobileNet, Inc. The upgrade included Mobile Data Computers (MDC's) in the vehicles, a much faster mobile radio infrastructure, and mobile computer software. The upgrade minimized training needs by sharing all of the functions of the MDT's while adding new capabilities and

improving performance. There are approximately 100 Sheriff's Department vehicles operating on this new technology.

IPMobileNet has maintained the existing data channel, data radios, server software and mobile client software for the last four years. IPMobileNet has worked with Sheriff's Department staff to make changes/improvements to the mobile client software (DataLink) to meet field requests where applicable.

The continuation of the upgrade program, which began in 2001, would bring this new technology to the remainder of the fleet and consists of the following elements:

- Ruggedized MDC's installed in the remaining 1,691 LASD and 60 OPS vehicles
- Data radios for the 1,691 LASD and 60 OPS vehicles. The data radios operate on internet standard protocols, are capable of faster data rates, and include Global Positioning Systems (GPS) capability;
- Base station infrastructure;
- Mobile data software; and
- Maintenance of the existing data system during the transition.

JUSTIFICATION

A sole source contract with IPMobileNet is recommended because they are the only company that has a proven, tested interface to the 15-year-old proprietary Sheriff's Computer Aided Dispatch (CAD) system. Any other company would have to develop an interface, which would take at least six months, or would have to replace the entire CAD system. Also, IPMobileNet is the only company that has mobile client software that emulates the mobile data terminal capabilities. The new mobile display screens will look and respond the same as the current screens, reducing Deputy training time and greatly simplifying the transition. These products will significantly reduce the cost, time, and risk to implement this upgrade. IPMobileNet's proposal offers substantially reduced pricing to the County because no research and development are required to implement these products. Additionally, IPMobileNet can build out the system in one year. Waiting for the full Fire/Sheriff-OPS system will take many more years.

IPMobileNet is also the only company that can simultaneously operate with both the old Mobile Data Terminals (MDT's) and new system. This is critical for maintaining operations. IPMobileNet has demonstrated this capability in the initial system upgrade.

Interoperability with a future Los Angeles County Fire Department data system would be facilitated through IPMobileNet's technology which uses the open industry standard Internet Protocol (IP) technology. This architecture allows for interoperability by the automatic routing of IP messages to the correct destination regardless of which data radio product is used. All dispatch software products rely upon the IP technology to correctly route messages to the destination.

This contract does not preclude the County from using the competitive solicitation process to purchase other portions of the CFSCS in the future.

FISCAL IMPACT AND COST BREAKDOWN

LASD and OPS - Communication Systems Cost Breakdown	Sheriff/OPS
Fixed Network Hardware Acquisition	\$ 554,000
Fixed Network Software Acquisition	Included
Fixed Network Construction/Renovation	\$ 751,500
Mobile Hardware Acquisition	\$20,281,316
Mobile Software Acquisition	Included
Subtotal	\$21,586,816
Contingency Allocation - Hardware	\$ 1,079,341
Annual Maintenance	
2005	\$ 1,392,840
2006	\$ 1,392,840
2007	\$ 1,392,840
2008	\$ 1,392,840
2009	\$ 1,392,840
Sub Total	\$ 6,964,200
Contingency Allocation - Annual Maintenance	\$ 348,210
Maintenance of Old System	\$ 588,750
Contingency Allocation - Old System	\$ 29,438
Mobile Data Upgrade Program Fully Funded	\$30,596,755

The \$20,281,316 allocation for Mobile Hardware Acquisition will be separated into two parts:

Approximately \$6,117,717 will be allocated under the IPMobileNet contract for the acquisition and installation of the data radio and associated equipment, coupled with the installation of the MDC's which includes the installation and programming of the mobile client software.

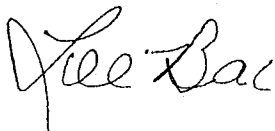
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The acquisition of the MDC's and mounting equipment (approximately \$14,163,599) will be broken out and purchased through an invitation for bid.

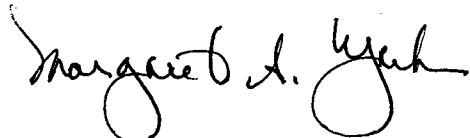
CLOSING

Under the established Board policy, we will proceed with the sole source contract negotiations in two weeks, unless otherwise instructed by a Board office. Should you have any questions, your staff may contact Sheriff's Department Captain Susan M. Kopperud at (323) 267-2501 or Lieutenant Charles B. Smith at (323) 267-3476. You may also contact Office of Public Safety Bureau Chief LaMar LaFave at (213) 974-9602.

Sincerely,

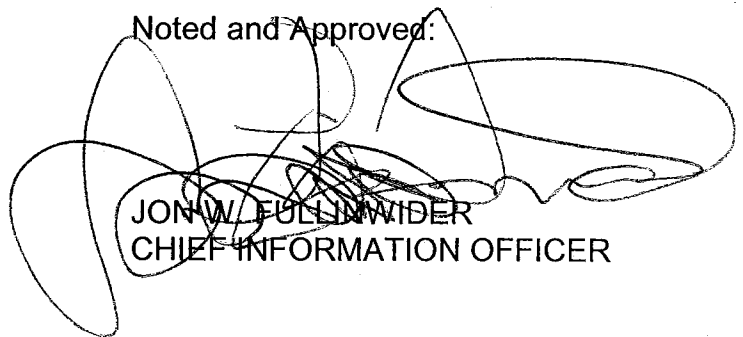


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MARGARET YORK
CHIEF
Office of Public Safety

Noted and Approved:



JON W. FULLINWIDER
CHIEF INFORMATION OFFICER